

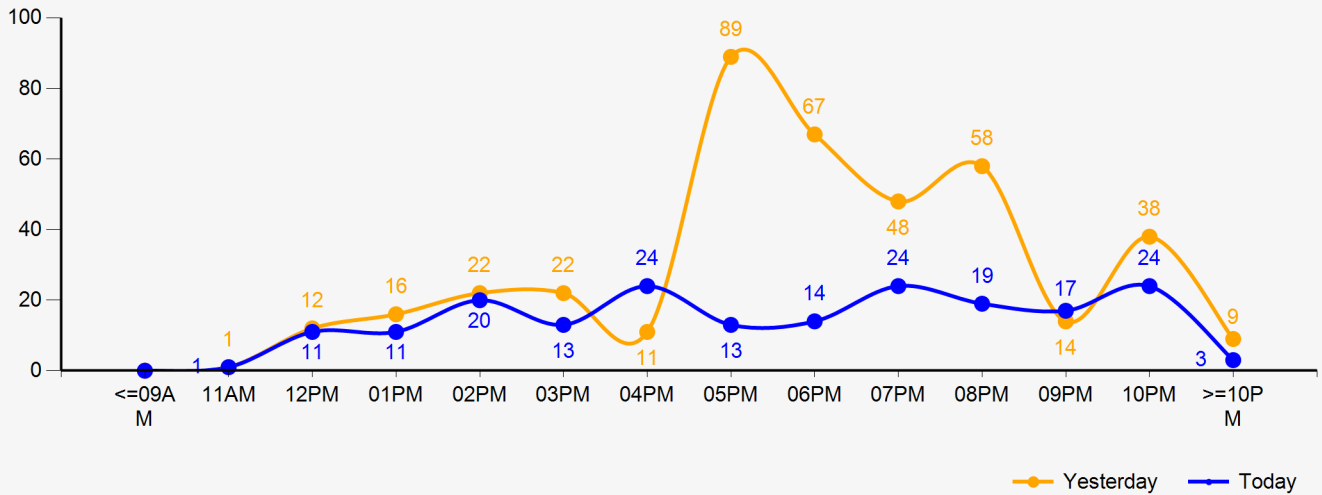
YD Sales : 407

YD GP%: 6.48%

TD Sales : 194

TD GP%: 11.41%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01     | 55       | 32       | (23)        | 10.12% | 14.24% | 4.12%     |
| SOUTH-01      | 72       | 31       | (41)        | 4.28%  | 11.22% | 6.94%     |
| CHENNAI-02    | 14       | 24       | 10          | 10.53% | 12.57% | 2.04%     |
| CHENNAI-01    | 11       | 21       | 10          | 12.54% | 13.49% | 0.95%     |
| WEST-01       | 98       | 16       | (82)        | 3.68%  | 10.30% | 6.62%     |
| SOUTH-03      | 67       | 14       | (53)        | 4.17%  | 5.41%  | 1.25%     |
| SOUTH ARCOT   | 13       | 11       | (2)         | 11.42% | 8.77%  | -2.65%    |
| VIJAYAWADA-01 | 7        | 11       | 4           | 1.52%  | 8.65%  | 7.12%     |
| WEST-02       | 42       | 11       | (31)        | 7.19%  | 16.66% | 9.47%     |
| NORTH ARCOT   | 10       | 10       |             | 14.56% | 14.41% | -0.16%    |
| TIRUPATI-01   | 11       | 9        | (2)         | 7.71%  | 8.94%  | 1.23%     |
| KL-SOUTH      | 7        | 4        | (3)         | 7.19%  | 2.78%  | -4.41%    |
| Total         | 407      | 194      | (213)       | 6.48%  | 11.41% | 4.93%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| TRICHY-01  | NGT1   | 1        | 4        | 3           | 17.48%  | 15.25% | -2.24%    |
|            | JKM1   | 3        | 3        |             | 19.74%  | 11.14% | -8.60%    |
|            | KUM1   | (1)      | 3        | 4           | -44.99% | 17.89% | 62.89%    |
|            | TYR1   | 1        | 3        | 2           | 5.33%   | 15.65% | 10.32%    |
|            | MDI1   | 2        | 2        |             | 15.10%  | 6.81%  | -8.29%    |
|            | PBR2   | 1        | 2        | 1           | 8.32%   | 13.74% | 5.43%     |
|            | TNJ1   | 5        | 2        | (3)         | 14.36%  | 17.91% | 3.55%     |
|            | TRY1   | 2        | 2        |             | 12.83%  | 8.85%  | -3.98%    |
|            | TVR2   | 1        | 2        | 1           | 7.52%   | 6.94%  | -0.58%    |
|            | KRN1   |          | 1        | 1           | #Error  | 5.42%  | #Error    |
|            | MVM1   | 1        | 1        |             | 22.84%  | 14.32% | -8.52%    |
|            | NMM1   | 2        | 1        | (1)         | 21.10%  | 86.59% | 65.49%    |
|            | ORU1   |          | 1        | 1           | #Error  | 10.59% | #Error    |
|            | PDK1   |          | 1        | 1           | #Error  | 5.33%  | #Error    |
|            | PTK1   | 2        | 1        | (1)         | 10.87%  | 15.76% | 4.88%     |
|            | TNJ2   | 2        | 1        | (1)         | 10.38%  | 23.53% | 13.15%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%   | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|----------|--------|-----------|
| TRICHY-01  | TTP1   | 1        | 1        |             | 23.09%   | 14.59% | -8.50%    |
|            | TVR1   | 2        | 1        | (1)         | 16.19%   | 18.99% | 2.80%     |
|            | APM1   |          |          |             | #Error   | #Error | #Error    |
|            | AYR1   |          |          |             | #Error   | #Error | #Error    |
|            | KIK1   | 2        |          | (2)         | 15.86%   | #Error | #Error    |
|            | MSI1   | 4        |          | (4)         | 15.63%   | #Error | #Error    |
|            | NCK1   | 2        |          | (2)         | 16.47%   | #Error | #Error    |
|            | PBR1   |          |          |             | #Error   | #Error | #Error    |
|            | TRY2   | 1        |          | (1)         | 9.96%    | #Error | #Error    |
|            | TRY3   |          |          |             | #Error   | #Error | #Error    |
|            | TZSD   | 21       |          | (21)        | -1.82%   | #Error | #Error    |
|            | Total  | 55       | 32       | (23)        | 10.12%   | 14.24% | 4.12%     |
|            |        |          |          |             |          |        |           |
|            |        |          |          |             |          |        |           |
| SOUTH-01   | SDI1   | 6        | 3        | (3)         | 6.52%    | 14.30% | 7.78%     |
|            | COL1   |          | 2        | 2           | #Error   | 21.75% | #Error    |
|            | MAR1   | 1        | 2        | 1           | 11.48%   | 9.86%  | -1.62%    |
|            | PKD1   | 1        | 2        | 1           | 22.84%   | 15.91% | -6.93%    |
|            | RND1   |          | 2        | 2           | #Error   | 5.45%  | #Error    |
|            | RPM1   | 1        | 2        | 1           | 17.72%   | 17.65% | -0.07%    |
|            | TCN1   |          | 2        | 2           | #Error   | 14.94% | #Error    |
|            | TVL1   | 1        | 2        | 1           | -1.02%   | 20.29% | 21.32%    |
|            | TYI1   |          | 2        | 2           | #Error   | 11.68% | #Error    |
|            | VKM1   |          | 2        | 2           | #Error   | 18.12% | #Error    |
|            | ARM1   |          | 1        | 1           | #Error   | 7.10%  | #Error    |
|            | ERL2   | 2        | 1        | (1)         | -109.24% | 6.43%  | 115.66%   |
|            | KVT1   | 1        | 1        |             | 17.74%   | 22.84% | 5.10%     |
|            | PDI1   |          | 1        | 1           | #Error   | 18.42% | #Error    |
|            | SGT1   | 1        | 1        |             | 19.33%   | 3.83%  | -15.50%   |
|            | SKD1   |          | 1        | 1           | #Error   | 19.33% | #Error    |
|            | STU2   | 2        | 1        | (1)         | 5.01%    | 5.48%  | 0.46%     |
|            | SVK1   | 1        | 1        |             | 12.32%   | -1.02% | -13.35%   |
|            | TKS1   | 1        | 1        |             | 18.86%   | 22.90% | 4.04%     |
|            | TUT1   | 3        | 1        | (2)         | 14.87%   | 22.19% | 7.32%     |
|            | APK1   | 2        |          | (2)         | 14.28%   | #Error | #Error    |
|            | APK2   |          |          |             | #Error   | #Error | #Error    |
|            | ASM1   |          |          |             | #Error   | #Error | #Error    |
|            | KGL1   | 1        |          | (1)         | 9.47%    | #Error | #Error    |
|            | KSM1   |          |          |             | #Error   | #Error | #Error    |
|            | KYR1   | 1        |          | (1)         | 8.32%    | #Error | #Error    |
|            | MMT1   |          |          |             | #Error   | #Error | #Error    |
|            | NGR1   | 3        |          | (3)         | 5.74%    | 0.21%  | -5.53%    |
|            | S2SD   | 34       |          | (34)        | -1.85%   | #Error | #Error    |
|            | SNL1   | 1        |          | (1)         | 14.65%   | 8.21%  | -6.45%    |
|            | TKS2   | 2        |          | (2)         | 9.26%    | #Error | #Error    |
|            | TKY1   |          |          |             | #Error   | #Error | #Error    |
|            | TUT2   | 2        |          | (2)         | -1.66%   | #Error | #Error    |
|            | TVL2   |          |          |             | #Error   | #Error | #Error    |
|            | UDN1   |          |          |             | 100.00%  | #Error | #Error    |
|            | VLY1   | 4        |          | (4)         | 13.78%   | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | VNR1   |          |          |             | #Error | #Error | #Error    |
|            | VNR2   | 1        |          | (1)         | 22.84% | #Error | #Error    |
|            | Total  | 72       | 31       | (41)        | 4.28%  | 11.22% | 6.94%     |
| CHENNAI-02 | CH03   |          | 3        | 3           | #Error | 20.57% | #Error    |
|            | CH43   | 1        | 3        | 2           | 13.88% | 14.91% | 1.03%     |
|            | CH09   | 1        | 2        | 1           | 19.52% | 25.93% | 6.41%     |
|            | CH12   | 1        | 2        | 1           | 21.56% | -1.58% | -23.14%   |
|            | CH20   | 1        | 2        | 1           | 10.27% | 7.82%  | -2.45%    |
|            | CH33   |          | 2        | 2           | #Error | 17.55% | #Error    |
|            | GPD1   |          | 2        | 2           | #Error | 12.45% | #Error    |
|            | MJR1   |          | 2        | 2           | #Error | 7.25%  | #Error    |
|            | CH15   | 2        | 1        | (1)         | 9.69%  | 11.48% | 1.79%     |
|            | CH17   | 1        | 1        |             | 15.84% | 18.63% | 2.79%     |
|            | CH18   | 4        | 1        | (3)         | 7.20%  | 15.01% | 7.80%     |
|            | CH34   | 1        | 1        |             | 16.19% | 27.25% | 11.05%    |
|            | CH36   | 1        | 1        |             | 8.32%  | -0.69% | -9.01%    |
|            | CH41   | (1)      | 1        | 2           | 7.44%  | 10.57% | 3.13%     |
|            | CH01   |          |          |             | #Error | #Error | #Error    |
|            | CH06   |          |          |             | #Error | #Error | #Error    |
|            | CH21   |          |          |             | #Error | 8.57%  | #Error    |
|            | CH23   | 1        |          | (1)         | 20.57% | #Error | #Error    |
|            | CH24   | 1        |          | (1)         | 1.11%  | #Error | #Error    |
|            | CH27   |          |          |             | #Error | #Error | #Error    |
|            | CH31   |          |          |             | #Error | #Error | #Error    |
|            | CH32   |          |          |             | #Error | #Error | #Error    |
|            | CH44   |          |          |             | #Error | #Error | #Error    |
|            | CH46   |          |          |             | #Error | #Error | #Error    |
|            | MC05   |          |          |             | #Error | #Error | #Error    |
|            | MC06   |          |          |             | #Error | #Error | #Error    |
|            | MC08   |          |          |             | #Error | #Error | #Error    |
|            | PON1   |          |          |             | #Error | #Error | #Error    |
|            | UKI1   |          |          |             | #Error | #Error | #Error    |
|            | Total  | 14       | 24       | 10          | 10.53% | 12.57% | 2.04%     |
| CHENNAI-01 | CH42   | 1        | 4        | 3           | 27.45% | 20.52% | -6.93%    |
|            | CH11   |          | 2        | 2           | #Error | 8.11%  | #Error    |
|            | CH16   | 1        | 2        | 1           | 10.11% | 10.00% | -0.11%    |
|            | GUD1   |          | 2        | 2           | #Error | 17.66% | #Error    |
|            | KNR1   |          | 2        | 2           | #Error | 13.15% | #Error    |
|            | CH05   | 2        | 1        | (1)         | 11.57% | 15.69% | 4.12%     |
|            | CH08   | 3        | 1        | (2)         | 5.15%  | 21.56% | 16.41%    |
|            | CH14   | 1        | 1        |             | 11.18% | 16.36% | 5.18%     |
|            | CH30   | (1)      | 1        | 2           | 10.00% | 21.18% | 11.18%    |
|            | CH38   |          | 1        | 1           | #Error | 23.04% | #Error    |
|            | CH39   |          | 1        | 1           | #Error | -1.02% | #Error    |
|            | CH48   |          | 1        | 1           | #Error | 11.94% | #Error    |
|            | GUD2   |          | 1        | 1           | #Error | 19.04% | #Error    |
|            | SKL1   |          | 1        | 1           | #Error | 16.06% | #Error    |
|            | TKM1   |          | 1        | 1           | #Error | 8.74%  | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| CHENNAI-01 | AVD1   |          |          |             | #Error  | 6.40%  | #Error    |
|            | CGL1   | 1        |          | (1)         | 16.10%  | #Error | #Error    |
|            | CH07   |          |          |             | #Error  | #Error | #Error    |
|            | CH19   | (1)      |          | 1           | -3.87%  | #Error | #Error    |
|            | CH22   |          |          |             | 17.83%  | #Error | #Error    |
|            | CH26   |          |          |             | #Error  | #Error | #Error    |
|            | CH28   | 1        |          | (1)         | 19.48%  | #Error | #Error    |
|            | CH29   |          |          |             | #Error  | #Error | #Error    |
|            | CH37   |          |          |             | #Error  | #Error | #Error    |
|            | CH40   |          |          |             | #Error  | #Error | #Error    |
|            | CH45   | 2        |          | (2)         | 9.52%   | #Error | #Error    |
|            | MC02   |          |          |             | #Error  | #Error | #Error    |
|            | MC09   |          |          |             | #Error  | #Error | #Error    |
|            | MC10   |          |          |             | #Error  | #Error | #Error    |
|            | MRM1   | 1        |          | (1)         | 22.90%  | #Error | #Error    |
|            | CH35   |          | (1)      | (1)         | 115.72% | 15.68% | -100.04%  |
|            | Total  | 11       | 21       | 10          | 12.54%  | 13.49% | 0.95%     |
| WEST-01    |        |          |          |             |         |        |           |
|            | TPR1   | 39       | 3        | (36)        | -1.03%  | 5.81%  | 6.84%     |
|            | CBE2   | 4        | 2        | (2)         | 14.57%  | 6.39%  | -8.18%    |
|            | ANR1   |          | 1        | 1           | #Error  | 8.71%  | #Error    |
|            | CBE3   |          | 1        | 1           | #Error  | 8.71%  | #Error    |
|            | DPM2   | 1        | 1        |             | 7.81%   | 4.44%  | -3.37%    |
|            | GDR1   | 1        | 1        |             | 6.43%   | 12.26% | 5.83%     |
|            | KGI1   | 1        | 1        |             | 18.99%  | 8.32%  | -10.67%   |
|            | PDM1   |          | 1        | 1           | #Error  | 2.27%  | #Error    |
|            | SNR1   | 3        | 1        | (2)         | 2.27%   | 20.17% | 17.90%    |
|            | SUL1   | 1        | 1        |             | 16.95%  | 10.22% | -6.73%    |
|            | SYM2   |          | 1        | 1           | #Error  | 25.78% | #Error    |
|            | TPR2   | 2        | 1        | (1)         | 6.08%   | 8.64%  | 2.56%     |
|            | TPR4   | 1        | 1        |             | 6.44%   | 8.71%  | 2.27%     |
|            | UAM1   | 5        | 1        | (4)         | 12.13%  | 15.44% | 3.31%     |
|            | AVI1   | 2        |          | (2)         | 2.30%   | #Error | #Error    |
|            | CBE4   | 2        |          | (2)         | 19.74%  | #Error | #Error    |
|            | CBE5   |          |          |             | #Error  | #Error | #Error    |
|            | CBE6   |          |          |             | #Error  | #Error | #Error    |
|            | CNR1   |          |          |             | #Error  | #Error | #Error    |
|            | GBM1   |          |          |             | #Error  | #Error | #Error    |
|            | KGM1   | 6        |          | (6)         | 4.74%   | #Error | #Error    |
|            | KMD1   | 2        |          | (2)         | 10.84%  | #Error | #Error    |
|            | KMR1   |          |          |             | #Error  | #Error | #Error    |
|            | MPM1   |          |          |             | #Error  | #Error | #Error    |
|            | PLI1   | 2        |          | (2)         | 6.96%   | #Error | #Error    |
|            | PPI1   |          |          |             | #Error  | #Error | #Error    |
|            | TPR3   |          |          |             | #Error  | #Error | #Error    |
|            | UMP1   | 2        |          | (2)         | 2.78%   | #Error | #Error    |
|            | WZSD   | 23       |          | (23)        | -1.83%  | #Error | #Error    |
|            | CBE1   | 1        | (1)      | (2)         | 9.35%   | 4.10%  | -5.26%    |
|            | Total  | 98       | 16       | (82)        | 3.68%   | 10.30% | 6.62%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|
| SOUTH-03    | ATG1   |          | 2        | 2           | #Error | 6.09%   | #Error    |
|             | DGL1   | 4        | 2        | (2)         | 10.12% | 8.57%   | -1.55%    |
|             | KPT1   |          | 2        | 2           | #Error | 5.60%   | #Error    |
|             | MPA1   |          | 2        | 2           | #Error | 9.82%   | #Error    |
|             | TEN1   | 3        | 2        | (1)         | 14.79% | 10.63%  | -4.16%    |
|             | KRR1   | 2        | 1        | (1)         | 12.60% | 0.55%   | -12.05%   |
|             | MDU3   |          | 1        | 1           | #Error | 23.04%  | #Error    |
|             | TEN2   | 1        | 1        |             | 3.69%  | 16.24%  | 12.54%    |
|             | TPT1   | 1        | 1        |             | 1.98%  | 114.40% | 112.42%   |
|             | USL1   |          | 1        | 1           | #Error | 14.18%  | #Error    |
|             | ADP1   | 1        |          | (1)         | 8.05%  | #Error  | #Error    |
|             | BNR1   |          |          |             | #Error | #Error  | #Error    |
|             | BTU1   |          |          |             | #Error | #Error  | #Error    |
|             | CBM1   | 1        |          | (1)         | -1.02% | #Error  | #Error    |
|             | CMR1   |          |          |             | #Error | #Error  | #Error    |
|             | DGL2   | 1        |          | (1)         | 2.87%  | #Error  | #Error    |
|             | DKI1   |          |          |             | #Error | #Error  | #Error    |
|             | KKD2   | 1        |          | (1)         | 19.02% | #Error  | #Error    |
|             | KYK1   | 5        |          | (5)         | 10.99% | #Error  | #Error    |
|             | MDU1   | 2        |          | (2)         | 14.32% | #Error  | #Error    |
|             | MDU2   | 1        |          | (1)         | 13.69% | #Error  | #Error    |
|             | MDU4   |          |          |             | #Error | #Error  | #Error    |
|             | MDU5   |          |          |             | #Error | #Error  | #Error    |
|             | MDU6   | 2        |          | (2)         | 5.86%  | #Error  | #Error    |
|             | MLR1   |          |          |             | #Error | #Error  | #Error    |
|             | MNM1   | 1        |          | (1)         | 3.34%  | #Error  | #Error    |
|             | NKI1   |          |          |             | #Error | #Error  | #Error    |
|             | NTM1   | 2        |          | (2)         | 3.88%  | #Error  | #Error    |
|             | ODM1   |          |          |             | #Error | #Error  | #Error    |
|             | PKM1   | 1        |          | (1)         | 16.19% | #Error  | #Error    |
|             | PNI1   |          |          |             | #Error | #Error  | #Error    |
|             | PNV1   |          |          |             | #Error | #Error  | #Error    |
|             | PVI1   |          |          |             | #Error | #Error  | #Error    |
|             | SGP1   |          |          |             | #Error | #Error  | #Error    |
|             | SZSD   | 36       |          | (36)        | -1.91% | #Error  | #Error    |
|             | TDI1   |          |          |             | #Error | #Error  | #Error    |
|             | TMM1   |          |          |             | #Error | #Error  | #Error    |
|             | SVG1   | 2        | (1)      | (3)         | 5.20%  | 14.59%  | 9.39%     |
|             | Total  | 67       | 14       | (53)        | 4.17%  | 5.41%   | 1.25%     |
| SOUTH ARCOT | VPM1   |          | 5        | 5           | #Error | 3.87%   | #Error    |
|             | CUD1   | 4        | 2        | (2)         | 10.79% | -0.10%  | -10.89%   |
|             | VPM2   |          | 2        | 2           | #Error | 11.90%  | #Error    |
|             | POY2   | 1        | 1        |             | 8.51%  | 12.87%  | 4.36%     |
|             | SJI1   |          | 1        | 1           | #Error | -5.08%  | #Error    |
|             | TVM2   |          | 1        | 1           | #Error | 8.81%   | #Error    |
|             | CDM1   | 1        |          | (1)         | 5.92%  | #Error  | #Error    |
|             | KKI2   | 2        |          | (2)         | 10.59% | #Error  | #Error    |
|             | KLM1   |          |          |             | #Error | #Error  | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH ARCOT   | KML1   |          |          |             | #Error | #Error | #Error    |
|               | MKM1   |          |          |             | #Error | #Error | #Error    |
|               | NVL2   |          |          |             | #Error | #Error | #Error    |
|               | POY1   |          |          |             | #Error | 26.66% | #Error    |
|               | PRT1   |          |          |             | #Error | #Error | #Error    |
|               | STP1   |          |          |             | #Error | #Error | #Error    |
|               | TDM1   | 1        |          | (1)         | -1.43% | #Error | #Error    |
|               | TVM1   |          |          |             | #Error | #Error | #Error    |
|               | ULP1   | 1        |          | (1)         | 21.09% | #Error | #Error    |
|               | VCM1   | 3        |          | (3)         | 14.48% | #Error | #Error    |
|               | TRK1   |          | (1)      | (1)         | #Error | -3.23% | #Error    |
|               | Total  | 13       | 11       | (2)         | 11.42% | 8.77%  | -2.65%    |
|               |        |          |          |             |        |        |           |
| VIJAYAWADA-01 | BVR1   |          | 2        | 2           | #Error | 0.14%  | #Error    |
|               | GVM1   | 1        | 2        | 1           | 23.04% | 19.22% | -3.81%    |
|               | CKT1   | 1        | 1        |             | 20.92% | -3.07% | -23.99%   |
|               | GNT1   | 1        | 1        |             | 10.47% | 9.29%  | -1.17%    |
|               | GNT2   |          | 1        | 1           | #Error | 11.48% | #Error    |
|               | JGG1   |          | 1        | 1           | #Error | 9.66%  | #Error    |
|               | KND1   |          | 1        | 1           | #Error | 17.51% | #Error    |
|               | RAL1   |          | 1        | 1           | #Error | 11.63% | #Error    |
|               | TEL1   |          | 1        | 1           | #Error | 16.59% | #Error    |
|               | AMP1   |          |          |             | #Error | #Error | #Error    |
|               | BPP1   |          |          |             | #Error | #Error | #Error    |
|               | CRL1   |          |          |             | #Error | #Error | #Error    |
|               | DPE1   |          |          |             | #Error | #Error | #Error    |
|               | ELU1   | 2        |          | (2)         | -8.38% | #Error | #Error    |
|               | GDV1   |          |          |             | #Error | #Error | #Error    |
|               | JPT1   |          |          |             | #Error | #Error | #Error    |
|               | KDR1   | 1        |          | (1)         | 23.56% | #Error | #Error    |
|               | MTM1   |          |          |             | #Error | #Error | #Error    |
|               | NRT1   |          |          |             | #Error | #Error | #Error    |
|               | OGL1   | 2        |          | (2)         | 10.93% | #Error | #Error    |
|               | PAP1   | 1        |          | (1)         | 14.92% | #Error | #Error    |
|               | PNR1   |          |          |             | #Error | #Error | #Error    |
|               | PPM1   |          |          |             | #Error | #Error | #Error    |
|               | PRL1   |          |          |             | #Error | #Error | #Error    |
|               | RMV1   |          |          |             | #Error | #Error | #Error    |
|               | TDD1   | 1        |          | (1)         | -7.09% | #Error | #Error    |
|               | TNI1   | 2        |          | (2)         | 4.42%  | #Error | #Error    |
|               | TNK1   |          |          |             | #Error | #Error | #Error    |
|               | TVU1   | 1        |          | (1)         | 14.33% | #Error | #Error    |
|               | VJW1   | 2        |          | (2)         | 6.24%  | #Error | #Error    |
|               | VJW2   |          |          |             | #Error | #Error | #Error    |
|               | VJW3   | (9)      |          | 9           | 11.08% | #Error | #Error    |
|               | VJW4   |          |          |             | #Error | #Error | #Error    |
|               | VJW5   |          |          |             | #Error | #Error | #Error    |
|               | VKN1   |          |          |             | #Error | #Error | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|--------|-----------|
| VIJAYAWADA-01 | VUY1   | 1        |          | (1)         | 5.92%   | #Error | #Error    |
|               | Total  | 7        | 11       | 4           | 1.52%   | 8.65%  | 7.12%     |
| WEST-02       | SLM3   | 2        | 3        | 1           | -9.02%  | 16.27% | 25.30%    |
|               | BMD1   |          | 1        | 1           | #Error  | 18.78% | #Error    |
|               | EDP1   | 1        | 1        |             | 12.41%  | 3.22%  | -9.18%    |
|               | ERD1   |          | 1        | 1           | #Error  | 13.21% | #Error    |
|               | HRR1   |          | 1        | 1           | #Error  | 17.98% | #Error    |
|               | HSR1   | 2        | 1        | (1)         | 15.71%  | 22.90% | 7.19%     |
|               | HSR2   |          | 1        | 1           | #Error  | 16.05% | #Error    |
|               | KMM1   |          | 1        | 1           | #Error  | -3.51% | #Error    |
|               | MCR1   | 1        | 1        |             | 19.34%  | 14.44% | -4.89%    |
|               | NKL2   | 1        | 1        |             | 19.43%  | 25.60% | 6.16%     |
|               | SGI1   | 1        | 1        |             | 8.32%   | 20.67% | 12.35%    |
|               | SLM1   | 3        | 1        | (2)         | 12.29%  | 19.22% | 6.93%     |
|               | APN1   | 1        |          | (1)         | 3.19%   | #Error | #Error    |
|               | ATU1   |          |          |             | 14.22%  | #Error | #Error    |
|               | CMI1   |          |          |             | #Error  | #Error | #Error    |
|               | DPR1   |          |          |             | #Error  | #Error | #Error    |
|               | DPR2   | 1        |          | (1)         | 20.51%  | #Error | #Error    |
|               | ERD2   |          |          |             | #Error  | 22.22% | #Error    |
|               | KRI1   | 1        |          | (1)         | 18.16%  | #Error | #Error    |
|               | KVP1   |          |          |             | -7.15%  | #Error | #Error    |
|               | MTR1   | 1        |          | (1)         | 27.25%  | #Error | #Error    |
|               | OML1   | 1        |          | (1)         | 22.66%  | 28.64% | 5.98%     |
|               | PDR1   | 1        |          | (1)         | 27.25%  | #Error | #Error    |
|               | PLC1   | 1        |          | (1)         | 24.69%  | #Error | #Error    |
|               | PMP1   |          |          |             | #Error  | #Error | #Error    |
|               | RSP1   |          |          |             | #Error  | #Error | #Error    |
|               | SGG1   | 1        |          | (1)         | 16.35%  | #Error | #Error    |
|               | SLM2   |          |          |             | #Error  | #Error | #Error    |
|               | TRM1   |          |          |             | #Error  | #Error | #Error    |
|               | VPD1   |          |          |             | #Error  | 26.60% | #Error    |
|               | WZWH   | 22       |          | (22)        | -1.76%  | #Error | #Error    |
|               | EPI1   | 1        | (1)      | (2)         | 19.16%  | 12.36% | -6.81%    |
|               | TCG1   |          | (1)      | (1)         | #Error  | 15.28% | #Error    |
|               | VKL1   |          | (1)      | (1)         | #Error  | 6.33%  | #Error    |
|               | Total  | 42       | 11       | (31)        | 7.19%   | 16.66% | 9.47%     |
| NORTH ARCOT   | SLG1   |          | 2        | 2           | #Error  | 14.60% | #Error    |
|               | CPT1   |          | 1        | 1           | #Error  | 16.16% | #Error    |
|               | GDM1   |          | 1        | 1           | #Error  | 3.27%  | #Error    |
|               | KPM1   |          | 1        | 1           | #Error  | 12.82% | #Error    |
|               | KPM2   | 3        | 1        | (2)         | 12.74%  | 2.44%  | -10.30%   |
|               | SBR1   |          | 1        | 1           | 100.00% | 20.67% | -79.33%   |
|               | TRR1   | 1        | 1        |             | 18.92%  | 6.29%  | -12.64%   |
|               | VEL1   | 1        | 1        |             | 13.90%  | 6.78%  | -7.12%    |
|               | VNB1   |          | 1        | 1           | #Error  | 20.78% | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| NORTH ARCOT | VSI1   | 1        | 1        |             | 12.11% | 19.33% | 7.22%     |
|             | WJP1   |          | 1        | 1           | #Error | 13.75% | #Error    |
|             | AKM1   |          |          |             | #Error | #Error | #Error    |
|             | ANI1   |          |          |             | #Error | #Error | #Error    |
|             | ARC2   |          |          |             | #Error | #Error | #Error    |
|             | BGR1   |          |          |             | #Error | #Error | #Error    |
|             | CGM1   | 1        |          | (1)         | 8.32%  | #Error | #Error    |
|             | CYR1   |          |          |             | #Error | #Error | #Error    |
|             | PLR1   |          |          |             | #Error | #Error | #Error    |
|             | PTU1   |          |          |             | #Error | #Error | #Error    |
|             | TRL1   | 2        |          | (2)         | 15.09% | #Error | #Error    |
|             | TRT1   | (1)      |          | 1           | -2.92% | #Error | #Error    |
|             | UGI1   |          |          |             | #Error | #Error | #Error    |
|             | VEL2   |          |          |             | #Error | #Error | #Error    |
|             | WJD1   | 2        |          | (2)         | 16.62% | #Error | #Error    |
|             | ABR1   |          | (2)      | (2)         | #Error | 10.09% | #Error    |
|             | Total  | 10       | 10       |             | 14.56% | 14.41% | -0.16%    |
|             |        |          |          |             |        |        |           |
| TIRUPATI-01 | ADI1   |          | 1        | 1           | #Error | 6.82%  | #Error    |
|             | CTO1   |          | 1        | 1           | #Error | 14.82% | #Error    |
|             | KHT1   |          | 1        | 1           | #Error | 14.52% | #Error    |
|             | KOU1   |          | 1        | 1           | #Error | 5.92%  | #Error    |
|             | KVL1   |          | 1        | 1           | #Error | 12.47% | #Error    |
|             | PDT1   | 1        | 1        |             | 19.32% | 18.94% | -0.38%    |
|             | PMR1   |          | 1        | 1           | #Error | -1.80% | #Error    |
|             | RJP1   |          | 1        | 1           | #Error | 21.12% | #Error    |
|             | TPI1   |          | 1        | 1           | #Error | 9.92%  | #Error    |
|             | ATP1   |          |          |             | #Error | #Error | #Error    |
|             | BVL1   |          |          |             | #Error | #Error | #Error    |
|             | DHN1   |          |          |             | #Error | #Error | #Error    |
|             | GTL1   |          |          |             | #Error | #Error | #Error    |
|             | KDA1   |          |          |             | #Error | #Error | #Error    |
|             | KNL1   |          |          |             | #Error | #Error | #Error    |
|             | KNL2   | 1        |          | (1)         | 2.79%  | #Error | #Error    |
|             | MPL1   | 1        |          | (1)         | 7.53%  | #Error | #Error    |
|             | NDL1   | 1        |          | (1)         | 14.67% | #Error | #Error    |
|             | NLR1   |          |          |             | #Error | #Error | #Error    |
|             | NYP1   | 1        |          | (1)         | 9.37%  | #Error | #Error    |
|             | PGR1   |          |          |             | #Error | #Error | #Error    |
|             | PIL1   |          |          |             | #Error | #Error | #Error    |
|             | PUT1   | 1        |          | (1)         | 10.04% | #Error | #Error    |
|             | RCY1   |          |          |             | #Error | #Error | #Error    |
|             | SPE1   |          |          |             | #Error | #Error | #Error    |
|             | TPY1   | 1        |          | (1)         | 7.00%  | #Error | #Error    |
|             | TPY2   | 3        |          | (3)         | 5.44%  | #Error | #Error    |
|             | VKI1   | 1        |          | (1)         | -0.47% | #Error | #Error    |
|             | Total  | 11       | 9        | (2)         | 7.71%  | 8.94%  | 1.23%     |
|             |        |          |          |             |        |        |           |
| KL-SOUTH    | TVP1   | 3        | 3        |             | 2.60%  | 1.95%  | -0.64%    |
|             | KLR1   | 2        | 1        | (1)         | 11.95% | 11.46% | -0.48%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| KL-SOUTH   | PAS1   | 2        |          | (2)         | 11.99% | #Error | #Error    |
|            | Total  | 7        | 4        | (3)         | 7.19%  | 2.78%  | -4.41%    |
|            | Total  | 407      | 194      | (213)       | 6.48%  | 11.41% | 4.93%     |